

NANINI NORTHWEST

2120 West Ina Road, Suite 200
Tucson, Arizona 85741
(520) 297-1178

February 27, 2017

The Honorable Martha McSally
United States House of Representatives
510 Cannon House Office Building
Washington, DC 20515

Dear Martha,

Please allow me to clarify my letter of February 8, 2017 requesting assistance for my GSA lease at 2120 W. Ina Road, Tucson, Arizona. Please be advised that I am requesting your assistance in providing an economic benefit to GSA on an existing lease that is due to expire in 2019. My request is not to secure a government contract since I already have a lease with GSA that is currently in full force and effect. My request is not subject to a competitive, merit-based review process, but is rather a proposal to save the Federal Government (GSA) (b)(4) which seems economically feasible for GSA to consider. Unfortunately, due to the bureaucracy in Washington, negotiating advantageous savings for GSA shows a lack of understanding and business savvy which President Trump and his administration wish to overcome, which in effect helps the Federal Government improve its position. Please note that my request is neither unfair or preferential treatment since my existing lease is currently in place and I am only offering that the rental rate be reduced and the term extended, which is an advantage to GSA and allows me to obtain refinancing of my building.

I recently attended a private dinner hosted by Americans for Prosperity and spoke with Congressman Andy Biggs about this issue. Andy was the keynote speaker and as a Conservative Republican we have much in common. Although Andy is new to Washington, he has served for many years in the Arizona legislature and was clearly a leader during this time in office. Perhaps you and Andy can get together on my situation and determine if my proposal is reasonable. In addition, Andy expressed an interest in meeting with you and possibly determining common interests for your constituents in Arizona. The common goal would be to represent Conservative Republicans in your District as well as Andy's. Andy's contact information is as follows: e-mail (b)(6) telephone (b)(6)

I look forward to your response to my proposal and your continued success in representing the interests of your constituents as well as being an effective leader in passing legislation that helps the people of Arizona.

Best Regards,
(b)(6)

Steven L. Nannini

Cc: Andy Biggs

Enc: February 8, 2017 Mc Sally Letter

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The Honorable Martha McSally
United States House of Representatives
510 Cannon House Office Building
Washington, DC 20515

Dear Martha,

Although John McCain was re-elected by a narrow margin and had a difficult primary, John remains our Senator and representative for Pima County. John is now 81 and is not very motivated to respond to his constituents, and in fact has closed most of his offices in Arizona . . . an understandable decision in view of his many years in office (unfortunate decision). As a result, even though I have supported his efforts for 30 years (\$\$\$) it looks like his plan is to run out his term and not be proactive in responding to the needs of his constituents. As a result, our family and its economic interests as well as community philanthropy need a voice in Washington. Hopefully, you can be that person with the energy and commitment to Arizona that is desperately needed. In Pima County there has been a definite trend to move to the left and the threat of becoming a Blue State was very clear during the last election. Arizona continues to suffer from illegal entry across our southern border and Tucson is feeling the negative impact with increased crime and the proliferation of drugs. On this subject of border protection I am well versed, having the Department of Homeland Security in my building and talking to the agents about our problems at the border. Hopefully, President Trump will make good on his promise to close the border to illegal immigrants and increase the number of agents necessary to stop drug trafficking. The Phoenix metro area has become one of the most dangerous communities in the U.S. with drugs pouring in from El Paso, Texas and the Arizona border. The strong support for Donald Trump on the issue of immigration in my opinion is the number one issue for the residents of Arizona. As you explained to me recently, you are active on several committees to support tougher immigration laws which puts me strongly behind you and the Administration . . . thank you for those efforts. Any e-mail communications possible would be welcomed and please keep me informed on your schedule for hometown meetings as I would like to attend and support your efforts.

On the subject of border protection (as I mentioned above), my building at 2120 W. Ina Road in Tucson is occupied by GSA for administrative and agent offices as well as Internal Affairs for Customs Border Protection. Now that you are in your second term and enjoy the reputation of being a leader in the House, hopefully you can help me with a problem I am experiencing with the GSA bureaucracy. My lease with GSA matures in 2019, but I would like to renew the lease now and I am willing to provide savings for the Federal Government of (b)(4) if they agree to my proposal. I have been working with Anthony Lichtl of Unified Interest to extend my lease with GSA. Unfortunately, because of the uncertainty and new administration, there seems to be a lock down in discussing extending my lease, even though the building and location have received the highest rating from the inspectors of GSA. As

you can see by the enclosed letter from Unified Interest, there is a substantial economic savings to GSA if we extend the lease now and not wait until 2019. Frankly, Foothills Retail Plaza has been getting the run around from Sue Dinkel, Dan Brown and Guadalupe Flores and evidently, the economic advantage offered by my proposal is being overlooked. The Obama administration may still have key employees in GSA and are following the Obama plan to do nothing and resist sound economic deals that benefit the government. This policy is certainly not what President Trump envisions; hopefully the new Secretary of Homeland Security John Kelly is aware of the dysfunctional policies of Homeland Security. Personnel changes need to be made. In any event, would it be possible for you to intervene on my behalf and present my proposal to Secretary Kelly for consideration? My motives are not unreasonable or deceptive; in order to obtain financing for my building (Foothills Plaza) we must have a firm lease for ten years without a 90 day termination provision typical of most GSA leases. The 90 day termination provision is unfair and unreasonable and landlords like myself are unable to obtain financing on buildings where GSA has this provision. By the way, GSA has invested over \$1,000,000.00 in Tenant Improvements, which should mean something when evaluating my building. Please review the enclosed information and let me know if some reasonable compromise can be achieved. Thank you again for your leadership and efforts on behalf of your constituents in Pima County – your actions do not go unnoticed.

Best Regards,

(b) (6)

Steve L. Nannini

Enc: Anthony Lichtl Letter

January 26, 2017

Mr. Steven L. Nannini
Foothills Retail Plaza, LLC
2120 W. Ina Road, Suite 200
Tucson, AZ 85741

Re: GSA Lease cost savings for CBP

Dear Mr. Nannini,

Dept. of Homeland Security currently occupies 16,341 sq. ft. at 2120 W Ina Rd., Tucson, AZ for a term which commenced 5/27/09 and is set to expire 5/26/19. However, GSA has had rights to terminate the lease since 5/27/14 (90 day cancellation provision); making it very difficult for Landlords to refinance-even if the GSA has an average lease occupancy term of over 20yrs.

The Landlord (Foothills Retail Plaza, LLC) is looking to refinance and as a result, is willing to pass along savings to the government by way of reduced rent and carpet replacement/ repainting as necessary. Consultant, Anthony Lichtl, initiated conversations with GSA's Contracting Officer, Erin Winschel in October 2016.

TIMELINE OF EVENTS

- October 18, 2016 – GSA requested a proposal from the Landlord
- October 27, 2016 – Landlord submitted proposal showing savings of \$465,457.00

	Current Terms	Superseding Terms
(b) (4) (12/1/16 - 11/30/21)	\$ 2,958,312.00	
(12/1/16 - 11/30/21)		\$ (b)(4)
Paint		\$
Carpet		\$
subtotal	\$ 2,958,312.00	\$
TOTAL SAVINGS TO GOVERNMENT		\$

- November 21, 2016 – No response from Erin so escalated matter to Area Manager, Sue Dinkel
- November 29, 2016 – Sue Dinkel (GSA Area Manager) stated, "in no way can we entertain a superseding lease. Our Region has become extremely intolerant..."
- December 5, 2016 – Escalated matter to GSA Regional Administrator, Dan Brown.
- December 20, 2016 – Mr. Brown deferred to the Branch Chief, Guadalupe Flores who stated, "at this time, we feel that running a competitive procurement will provide a greater savings." (Pure speculation and the loss of \$1,600,000.00 in tenant improvements if relocation occurs)

ISSUES

1. **Policy exists.** GSA can work within the existing laws (Federal Acquisition Regulations) to complete such action but chooses not to for unknown reasons; even though other Regions within GSA complete these actions (ie- SSA El Dorado, AR completed January 2017).
2. **Expansion possibilities.** Department of Homeland Security is growing; not shrinking and certainly not going anywhere. GSA should save cost on the lease and negotiate First Right of Refusal for expansion space for this secure and stable Agency.

3. **Savings.** The taxpayer can save almost (b)(4) per year off their existing rent by accepting Landlord's proposal.
4. **Inventory.** GSA leases over 8,000 leases across the country and has the authority to lease up to 20 years. Very rarely does this occur, however, about 32% of all GSA leases are in a "soft term", which makes it difficult, if not impossible, to obtain landlord financing. Firm lease terms should be 10 years with no termination provision (90 day notice).
5. **Highest Rating:** Foothills Retail Plaza has received the highest rating on tenant space from GSA review.
6. **Underground Parking:** Foothills Retail Plaza has unique (to Tucson) underground parking and was selected over 21 other buildings in the market because of secured parking.
7. **Location:** The foothills neighborhood where the building is located is a high end community with good schools, safe life style, shopping and quality of life conducive to the agents and their families.
8. **Tenant Improvements:** The tenant improvements for the lease space (16,341 SFT) have cost the government \$100.00/SFT or \$1,634,000.00, which would be lost in the event of relocation.
9. **Expansion:** There is 5,000 SFT of expansion space which is adjacent to and built out for GSA (Homeland Security) to accommodate expansion by Custom Border Protection with almost no cost to Custom Border Protection.

Sincerely,

(b) (6)

Anthony Lichti
GSA Lease Consultant
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anthony@unifiedinterest.com 619-886-2939

[EMAIL US](#)



RLP CONSULTING

RLP responses, Form 1364, GSA Market Comparables



PROJECT MANAGEMENT

TI Management Through Design and Construction (Post-Award).



INVESTMENTS

Buying, Selling, and Development

FORMER GSA CONTRACTING OFFICERS

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Unlike other firms in this market, we consist of former GSA Contracting Officers with unparalleled expertise from within GSA.

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01:16 

Want to lease your vacant space to the federal government?
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FEATURES
WHY CHOOSE US



Responsive

Inquiries will be handled within 12 hours or less



Information

Access to all GSA lease rates and terms nation-wide



Risk Mitigation

Avoid common pitfalls with leasing to the government

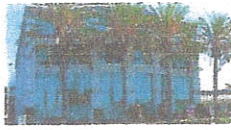


Development

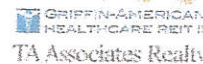
Constant changes to policy allows to
value-add investments.

We calculate the special consideration given to existing tenants:

Take a look at our recent GSA and VA projects. Consulting, Construction Management, and Development stories included.



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CONTACT US

Former GSA Officer, Anthony Lichtl, left government employment in 2011 to start a consulting firm specializing in GSA and VA Leasing. Understanding how difficult the GSA leasing process was, his goal was to find a more broker/landlord friendly way of doing business with the government; thus in 2011 was the start of Unified Interest and the slogan Bringing Clarity to the Complexity. Anthony Lichtl, President and Founder of Unified Interest has successfully partnered with Brokers and Owners across the country to provide expert advisory services in RLP Consulting, Construction Management, and Development for government leased properties.

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